

NEIL LINDSAY, BBA, MBA

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EXPERIENCE

Ontario Financing Authority, Corporate & Electricity Finance Division

Senior Manager, Financial Advisory Services

2009 to Present

Manager, Corporate Finance

2005 to 2009

- Represented the Ministry of Finance on the government negotiating team that secured C\$519 million of proceeds for the Province from the IPO of Teranet Income Fund, as well as service improvements to Ontario's land registration system.
 - Received a Ministry of Finance *Stella Award for Quality Service*, for providing "Quality Service to the Teranet Negotiating Team and Taxpayers".
- Led a complex, C\$91 million refinancing of construction financing debt incurred by a Provincial agency, generating savings to the agency of over C\$800,000 in the first year.
- Advised on the implementation of the C\$205 million Ontario Venture Capital Fund.
 - Was nominated, along with project team colleagues, for an Ontario Public Service *Amethyst Award*.
- Coordinated the development of a cost recovery charge, as well as a system for charging interest rates based on project risk, for over C\$1 billion of Provincial loans made to public bodies.
- Developed the recruiting and candidate screening system for the branch.
- Advise on value optimization opportunities and capital structure issues for government businesses and other assets, conducting valuations and coordinating financial, policy, technical, and accounting advice.
- Retain and manage investment dealers and legal advisors to advise on complex financing transactions.
- Recruit, coach, and lead senior staff.

Ontario Financing Authority, Corporate Finance Branch

Senior Policy Advisor

2003 to 2005

Corporate Finance Officer & Senior Corporate Finance Officer

1998 to 2000, 2002 to 2003

- Advised a group of school boards on the structuring of the Ontario School Boards Financing Corporation (OSBFC) and its inaugural pooled debt offering of C\$200 million.
- Generated savings of nearly C\$4 million, in present value terms, by advising a government agency on negotiations with a financial institution for over C\$60 million of construction financing.
- Coordinated a number of Requests for Proposals (RFPs), including an RFP for project financing, an RFP for financial advice relating to the structuring and operation of an infrastructure financing agency, and an RFP for advice on the feasibility of a complex, multi-billion dollar transaction.
- Led interdivisional sales teams that persuaded two agencies to invest C\$115 million of surplus cash through the Authority, reducing Provincial borrowing requirements and costs.

Neil Lindsay, Finance Tutor (www.financetutor.net)

Sole Proprietor

2002 to Present

- Tutor MBA and Executive MBA (EMBA) students, as well as professionals, in introductory and advanced finance, providing customized services to meet a range of client learning objectives.
- Developed and led supporting lectures for Rotman's EMBA "Corporate Financing" course.

Ontario Financing Authority, Capital Markets Division

Money Market Trader (Job Rotation)

Spring 2004

- Negotiated and executed C\$2 billion to C\$6 billion of bond repo and reverse repo transactions on a daily basis, developing relationships with investment dealers to obtain optimal pricing for the Province.
- Arranged for the transfer of collateral when repo exposures breached credit risk limits.
- Provided research and analytical support to other traders.

Merrill Lynch Canada, Debt Capital Markets

Summer Associate

Summer 2001

- Coordinated the formulation of a formal response to an C\$800 million infrastructure financing RFP.
- Drafted sales pitches and reports, assessing economic and debt market developments, analyzing the financial statements of issuers, evaluating comparable credits, and providing indicative pricing.

Ontario Financing Authority, Risk Control Division

Risk Analyst

1997 to 1998

- Marked-to-market the Province's hedging portfolios on a daily basis, updating pricing models and valuing financial instruments including bonds, swaps, options, and other derivatives.
- Generated daily P&L and risk exposure reports for traders and senior management, including reports dealing with interest rate risk, foreign exchange risk, counterparty risk, and Value-at-Risk (VaR).
- Helped develop a global risk management policy and tested a new debt valuation system.

Ontario Ministry of Finance, Financial Services Policy Branch

Policy Analyst

1996 to 1997

- Provided advice to the Deputy Minister and Minister of Finance on securities-related regulatory policy, including negotiations for a national securities commission and corporate disclosure issues.
- Reviewed the proposed rules and agreements of the Ontario Securities Commission, recommending appropriate courses of action to the Deputy Minister and Minister.

EDUCATION

Master of Business Administration, *University of Toronto (Rotman)*

2002

- Rotman Finance Scholar Award
- Dean's List
- Rotman Entrance Scholarship, Alumni Entrance Scholarship
- Traders of the Year Competition, Winning Team

Bachelor of Business Administration (Finance), *York University (Schulich)*

1996

- Graduated with Distinction

Canadian Securities Course (Honours), *Canadian Securities Institute*

1996